

September 2018



## Report to the General Assembly for Quarter Ending June 30, 2018



Department of Economic Development





The Missouri Works Program was created to facilitate the creation and retention of high quality jobs by targeted business projects. It went into effect on August 28, 2013. The Program includes 6 categories for participating: Zone, Rural, Statewide, Mega 120, Mega 140, and Retention Works. The benefits may include the retaining of state withholding taxes and/or state tax credits. There are both “statutory” and “discretionary” components to the program (Missouri Works Summary Page 3).

Missouri Works is a “performance-based” incentive, such that the benefits are not provided until the actual new or retained payroll is documented at the end of each year of the company’s benefit period. In addition, each company that participates in the program must execute an agreement with DED to insure compliance, record keeping, and minimum job creation/retention, and in certain instances, minimum new capital investment.

Pursuant to RSMO 620.2020.15., the Department of Economic Development is required to provide on the following each quarter to the General Assembly:

1. A list of all approved and disapproved applicants for each tax credit (Pages 3 - 9);
2. A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized (Pages 3 - 11);
3. A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized (Pages 3 - 11);
4. Documentation of the estimated net state fiscal benefit for each authorized project and, to the extent available, the actual benefit realized upon completion of such project or activity. The Net General Revenue Benefit Ratio is reported as the ratio for the project as a whole, with all incentives included (Pages 3 - 11); and
5. The Department’s response time for each request for a proposed benefit award under this program (Page 12).

# Missouri Works Summary

| Program Type    | Minimum Job Number | Minimum Investment                   | Minimum Average Wage        | Benefit Type                         | Statutory Benefit Calculation   | Discretionary Benefit Calculation   | Other notes   |
|-----------------|--------------------|--------------------------------------|-----------------------------|--------------------------------------|---|---|---|
| Zone Works      | 2                  | \$100,000 within 2 years of approval | 80% of County Average Wage  | Statutory                            | Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business   | None  | Project Facility must be located in an Enhanced Enterprise Zone   |
| Rural Works     | 2                  | \$100,000 within 2 years of approval | 90% of County Average Wage  | Statutory                            | Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business   | None  | Project facility must be located in a "rural" county, which would NOT include Boone, Buchanan, Clay, Greene, Jackson, St. Charles, and St. Louis City and County. |
| Statewide Works | 10                 | None                                 | 90% of County Average Wage  | Statutory & Discretionary Components | Statutory: Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business.   | An additional benefit of up to 6% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll). |   |
| Mega 120 Works  | 100                | None                                 | 120% of County Average Wage | Statutory & Discretionary Components | Statutory: 6% of new payroll each yr for 5 years (6yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits. | An additional benefit of up to 3% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll). |   |
| Mega 140 Works  | 100                | None                                 | 140% of County Average Wage | Statutory & Discretionary Components | Statutory: 7% of new payroll each yr for 5 years (6yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits. | An additional benefit of up to 2% of new payroll each yr for 5 yrs (6 yrs for existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).    |   |
| Retention Works | 50 retained        | 50% or more of the incentive total   | 90% of County Average Wage  | Discretionary                        | None  | Retain up to 100% of State Withholding Tax for the retained jobs for up to 10 years.  | Company must be at-risk for relocation out-of-state.  |

# Missouri Works Quarterly Report for Legislators Total Credits Authorized From 07/01/2017 To 6/30/2018

| Company Name/<br>Requestor Program               | Product<br>Status | Mo Works<br>Project<br>Type | Retained<br>Jobs | Authorized<br>Tax Credits | Authorized<br>Withholding<br>Amount | Projected<br>Jobs | Anticipated<br>Investment | Net<br>General<br>Revenue<br>Benefit<br>Ratio | Value-Added/<br>GSP in \$ |
|--|-------------------|-----------------------------|------------------|---------------------------|-------------------------------------|-------------------|---------------------------|---|---------------------------|
| <b>Missouri Works - Mega 120 Works</b>           |                   |                             |                  |                           |                                     |                   |                           |   |                           |
| NESTLE USA, INC.                                 | Approved          | Statutory                   |                  | \$1,081,834.00            | \$1,081,834.00                      | 135               | \$55,200,000.00           |   |                           |
| Total Mega 120 Works                             |                   |                             |                  | \$1,081,834.00            | \$1,081,834.00                      | 135               | \$55,200,000.00           |   |                           |
| <b>Missouri Works - Mega 140 Works</b>           |                   |                             |                  |                           |                                     |                   |                           |   |                           |
| CERNER CORPORATION                               | Approved          | Statutory                   |                  | \$28,917,000.00           | \$0.00                              | 1000              | \$423,701,863.00          |   |                           |
| ESSENCE GROUP HOLDINGS CORPORATION               | Approved          | Statutory                   |                  | \$5,816,627.00            | \$6,828,214.00                      | 368               | \$12,000,000.00           |   |                           |
| MAGNITUDE 7 METALS, LLC                          | Approved          | Statutory                   |                  | \$11,121,099.00           | \$0.00                              | 467               | \$116,500,000.00          |   |                           |
| MYILO, LLC                                       | Approved          | Statutory                   |                  | \$1,914,682.00            | \$1,992,832.00                      | 175               | \$0.00                    |   |                           |
| NESTLE REGIONAL GLOBE OFFICE NORTH AMERICA, INC. | Approved          | Statutory                   |                  | \$2,207,832.00            | \$3,495,055.00                      | 115               | \$11,700,000.00           |   |                           |
| NETSMART TECHNOLOGIES, INC.                      | Approved          | Statutory                   |                  | \$3,326,859.00            | \$3,905,444.00                      | 240               | \$8,200,000.00            |   |                           |
| NUCOR CORPORATION                                | Approved          | Discretionary               |                  | \$8,726,431.00            | \$0.00                              | 255               | \$265,350,000.00          | 1.44  | \$1,680,655,000.00        |
| RED NOVA LABS, INC.                              | Approved          | Statutory                   |                  | \$1,676,248.00            | \$1,967,770.00                      | 140               | \$0.00                    |   |                           |
| SWISS RE MANAGEMENT US CORPORATION               | Approved          | Statutory                   |                  | \$7,674,991.00            | \$12,149,710.00                     | 403               | \$19,100,000.00           |   |                           |
| VERISHIP, INC.                                   | Approved          | Statutory                   |                  | \$2,805,524.00            | \$3,293,442.00                      | 225               | \$2,500,000.00            |   |                           |
| WORLD WIDE TECHNOLOGY HOLDING COMPANY, INC.      | Approved          | Statutory                   |                  | \$1,991,470.00            | \$2,337,813.00                      | 125               | \$80,000,000.00           |   |                           |
| Total Mega 140 Works                             |                   |                             |                  | \$76,178,763.00           | \$35,970,280.00                     | 3,513             | \$939,051,863.00          | Avg: 1.44                                     | \$1,680,655,000.00        |
| <b>Missouri Works - Retention Works</b>          |                   |                             |                  |                           |                                     |                   |                           |   |                           |
| GRAPHIC PACKAGING INTERNATIONAL, LLC             | Approved          | Discretionary               | 215              | \$0.00                    | \$772,009.00                        |                   | \$1,258,000.00            | 6.42  | \$568,294,000.00          |
| THE KANSAS CITY SOUTHERN RAILWAY COMPANY         | Approved          | Discretionary               | 352              | \$0.00                    | \$7,969,913.00                      |                   | \$33,800,000.00           | 2.90  | \$2,494,000.00            |
| Total Retention Works                            |                   |                             |                  | \$0.00                    | \$8,741,922.00                      | 567               | \$35,058,000.00           | Avg: 4.66                                     | \$570,788,000.00          |

| Company Name/<br>Requestor Program             | Product<br>Status | Mo Works<br>Project<br>Type | Retained<br>Jobs | Authorized<br>Tax Credits | Authorized<br>Withholding<br>Amount | Projected<br>Jobs | Anticipated<br>Investment | Net<br>General<br>Revenue<br>Benefit<br>Ratio | Value-Added/<br>GSP in \$ |
|--|-------------------|-----------------------------|------------------|---------------------------|-------------------------------------|-------------------|---------------------------|---|---------------------------|
| Missouri Works - Rural Works                   |                   |                             |                  |                           |                                     |                   |                           |   |                           |
| ALTITUDE INDUSTRIES, LLC                       | Approved          | Statutory                   |                  | \$0.00                    | \$114,511.00                        | 7                 | \$200,000.00              |   |                           |
| JESKE ENGINEERING, INC.                        | Approved          | Statutory                   |                  | \$0.00                    | \$36,712.00                         | 4                 | \$150,000.00              |   |                           |
| Total Rural Works                              |                   |                             |                  | \$0.00                    | \$151,223.00                        | 11                | \$350,000.00              |   |                           |
| Missouri Works - Statewide Works               |                   |                             |                  |                           |                                     |                   |                           |   |                           |
| 3M COMPANY                                     | Approved          | Statutory                   |                  | \$0.00                    | \$265,090.00                        | 35                | \$34,000,000.00           |   |                           |
| ADVANTAGE CONSULTING,<br>INC.                  | Approved          | Statutory                   |                  | \$0.00                    | \$519,021.00                        | 30                | \$0.00                    |   |                           |
| AMEDICA CORP                                   | Approved          | Statutory                   |                  | \$0.00                    | \$450,538.00                        | 27                | \$16,300,000.00           |   |                           |
| ARTUR EXPRESS INC.                             | Approved          | Statutory                   |                  | \$0.00                    | \$1,447,544.00                      | 247               | \$14,000,000.00           |   |                           |
| AURORA ORGANIC DAIRY<br>HOLDINGS, LLC          | Approved          | Discretionary               |                  | \$889,094.00              | \$710,818.00                        | 94                | \$141,000,000.00          | 2.79  | \$500,826,000.00          |
| BH NORTH AMERICA<br>CORPORATION                | Approved          | Statutory                   |                  | \$0.00                    | \$230,151.00                        | 20                | \$2,750,000.00            |   |                           |
| BLUE NILE CONTRACTORS                          | Approved          | Statutory                   |                  | \$0.00                    | \$509,343.00                        | 35                | \$0.00                    |   |                           |
| BUNZL PROCESSOR<br>DISTRIBUTION, LLC           | Approved          | Statutory                   |                  | \$0.00                    | \$133,103.00                        | 33                | \$11,300,000.00           |   |                           |
| CAPSTONE PRECISION GROUP,<br>LLC               | Approved          | Statutory                   |                  | \$0.00                    | \$93,895.00                         | 21                | \$1,046,500.00            |   |                           |
| CATALENT CTS (KANSAS CITY),<br>LLC             | Approved          | Discretionary               |                  | \$161,276.00              | \$533,825.00                        | 51                | \$43,672,000.00           | 2.31  | \$489,552,000.00          |
| CENLAR FSB                                     | Approved          | Statutory                   |                  | \$0.00                    | \$611,995.00                        | 75                | \$9,800,000.00            |   |                           |
| CENTENE CORPORATION                            | Approved          | Statutory                   |                  | \$0.00                    | \$234,851.00                        | 45                | \$34,000,000.00           |   |                           |
| CHARTER COMMUNICATIONS,<br>INC.                | Approved          | Discretionary               |                  | \$544,883.00              | \$791,862.00                        | 79                | \$31,727,765.00           | 10.79   | \$5,624,878,000.00        |
| CLYDE & CO. LLP                                | Approved          | Statutory                   |                  | \$0.00                    | \$636,472.00                        | 43                | \$0.00                    |   |                           |
| COSMOS CORPORATION                             | Approved          | Statutory                   |                  | \$0.00                    | \$138,186.00                        | 10                | \$25,750,000.00           |   |                           |
| CREATIVE ANVIL, LLC                            | Approved          | Statutory                   |                  | \$0.00                    | \$135,518.00                        | 10                | \$0.00                    |   |                           |
| CRYOVAC, INC (SEALED AIR<br>CORP.)             | Approved          | Statutory                   |                  | \$0.00                    | \$240,405.00                        | 20                | \$32,000,000.00           |   |                           |
| CTC GENOMICS, LLC                              | Approved          | Statutory                   |                  | \$0.00                    | \$392,826.00                        | 23                | \$2,100,000.00            |   |                           |
| DANA LIGHT AXLE PRODUCTS,<br>LLC (SPICER AXLE) | Approved          | Statutory                   |                  | \$0.00                    | \$564,227.00                        | 105               | \$39,000,000.00           |   |                           |

| Company Name/<br>Requestor Program                             | Product<br>Status | Mo Works<br>Project<br>Type | Retained<br>Jobs | Authorized<br>Tax Credits | Authorized<br>Withholding<br>Amount | Projected<br>Jobs | Anticipated<br>Investment | Net<br>General<br>Revenue<br>Benefit<br>Ratio | Value-Added/<br>GSP in \$ |
|--|-------------------|-----------------------------|------------------|---------------------------|-------------------------------------|-------------------|---------------------------|---|---------------------------|
| DOLLAR TREE DISTRIBUTION,<br>INC.                              | Approved          | Statutory                   |                  | \$0.00                    | \$736,894.00                        | 210               | \$103,498,000.00          |   |                           |
| EIG SERVICES, INC.   | Approved          | Statutory                   |                  | \$0.00                    | \$566,253.00                        | 24                | \$0.00                    |   |                           |
| EVERTRAK, LLC FKA NICE RAIL<br>PRODUCTS, LLC                   | Approved          | Statutory                   |                  | \$0.00                    | \$218,776.00                        | 27                | \$31,200,000.00           |   |                           |
| FAURECIA INTERIOR SYSTEMS,<br>INC.                             | Approved          | Statutory                   |                  | \$1,917,352.00            | \$0.00                              | 301               | \$28,750,000.00           |   |                           |
| FIRST MORTGAGE SOLUTIONS,<br>LLC                               | Approved          | Statutory                   |                  | \$0.00                    | \$194,860.00                        | 17                | \$1,026,800.00            |   |                           |
| FIVE ELMS CAPITAL<br>SERVICING, LLC                            | Approved          | Statutory                   |                  | \$0.00                    | \$609,343.74                        | 33                | \$0.00                    |   |                           |
| FLEISHMAN-HILLARD INC.   | Approved          | Statutory                   |                  | \$0.00                    | \$265,011.00                        | 19                | \$0.00                    |   |                           |
| GCL SOLAR MATERIALS US I,<br>LLC                               | Approved          | Statutory                   |                  | \$0.00                    | \$518,771.00                        | 52                | \$16,513,102.00           |   |                           |
| GMES LLC DBA GME SUPPLY  | Approved          | Statutory                   |                  | \$0.00                    | \$149,259.00                        | 30                | \$340,000.00              |   |                           |
| GRAPHIC PACKAGING<br>INTERNATIONAL, LLC                        | Approved          | Statutory                   |                  | \$0.00                    | \$106,596.00                        | 10                | \$1,158,000.00            |   |                           |
| GROWSAFE SYSTEMS LTD   | Approved          | Statutory                   |                  | \$0.00                    | \$1,274,302.00                      | 46                | \$500,000.00              |   |                           |
| H & H DOCKWORKS LLC  | Approved          | Statutory                   |                  | \$0.00                    | \$68,738.00                         | 22                | \$1,000,000.00            |   |                           |
| HANSON PROFESSIONAL<br>SERVICES, INC                           | Approved          | Statutory                   |                  | \$0.00                    | \$360,554.00                        | 18                | \$841,000.00              |   |                           |
| HENRY WURST, INC.  | Approved          | Statutory                   |                  | \$0.00                    | \$215,432.00                        | 27                | \$500,000.00              |   |                           |
| HERITAGE TRACTOR, INC.*  | Approved          | Statutory                   |                  | \$0.00                    | \$528,061.00                        | 55                | \$55,000,000.00           |   |                           |
| HERITAGE TRACTOR, INC.*  | Approved          | Statutory                   |                  | \$0.00                    | \$191,072.00                        | 20                | \$6,000,000.00            |   |                           |
| HERITAGE TRACTOR, INC.*  | Approved          | Statutory                   |                  | \$0.00                    | \$149,242.00                        | 20                | \$5,000,000.00            |   |                           |
| HERITAGE TRACTOR, INC.*  | Approved          | Statutory                   |                  | \$0.00                    | \$129,527.00                        | 16                | \$6,000,000.00            |   |                           |
| HERITAGE TRACTOR, INC.*  | Approved          | Statutory                   |                  | \$0.00                    | \$154,465.00                        | 20                | \$6,000,000.00            |   |                           |
| HERITAGE TRACTOR, INC.*  | Approved          | Statutory                   |                  | \$0.00                    | \$255,477.00                        | 32                | \$8,000,000.00            |   |                           |
| HERITAGE TRACTOR, INC.*  | Approved          | Statutory                   |                  | \$0.00                    | \$248,464.00                        | 32                | \$8,000,000.00            |   |                           |
| INCITE DESIGN STUDIO, LLC                                      | Approved          | Statutory                   |                  | \$0.00                    | \$88,620.00                         | 10                | \$0.00                    |   |                           |
| JBLOOM, LLC  | Approved          | Statutory                   |                  | \$0.00                    | \$69,763.00                         | 12                | \$0.00                    |   |                           |
| JETCORP TECHNICAL SERVICES<br>INC. DBA FLYING COLOURS<br>CORP. | Approved          | Statutory                   |                  | \$0.00                    | \$1,023,459.00                      | 101               | \$10,324,000.00           |   |                           |



| Company Name/<br>Requestor Program                        | Product<br>Status | Mo Works<br>Project<br>Type | Retained<br>Jobs | Authorized<br>Tax Credits | Authorized<br>Withholding<br>Amount | Projected<br>Jobs | Anticipated<br>Investment | Net<br>General<br>Revenue<br>Benefit<br>Ratio | Value-Added/<br>GSP in \$ |
|---|-------------------|-----------------------------|------------------|---------------------------|-------------------------------------|-------------------|---------------------------|---|---------------------------|
| JOPLIN INDUSTRIAL ELECTRIC<br>COMPANY, INC.               | Approved          | Statutory                   |                  | \$0.00                    | \$272,810.00                        | 30                | \$0.00                    |   |                           |
| LOCKERDOME, INC FKA<br>LOCKERDOME, LLC                    | Approved          | Discretionary               |                  | \$138,701.00              | \$445,231.00                        | 50                | \$4,240,000.00            | 10.83   | \$962,585,000.00          |
| MARK ONE ELECTRIC<br>COMPANY, INC                         | Approved          | Statutory                   |                  | \$0.00                    | \$744,322.00                        | 70                | \$5,159,500.00            |   |                           |
| MARTIN MARIETTA<br>MATERIALS, INC.                        | Approved          | Statutory                   |                  | \$0.00                    | \$114,068.00                        | 20                | \$4,924,760.00            |   |                           |
| MIDWEST RECOVERY SYSTEMS,<br>LLC                          | Approved          | Statutory                   |                  | \$0.00                    | \$89,564.00                         | 15                | \$0.00                    |   |                           |
| MOONRIDGE FOODS, LLC                                      | Approved          | Statutory                   |                  | \$0.00                    | \$1,031,993.00                      | 325               | \$59,000,000.00           |   |                           |
| MORAN FOODS, LLC DBA SAVE-<br>A-LOT, LTD.                 | Approved          | Discretionary               |                  | \$1,003,153.00            | \$898,559.00                        | 40                | \$20,400,000.00           | 5.39  | \$269,696,000.00          |
| MULTIPLY MEDIA, LLC                                       | Approved          | Statutory                   |                  | \$0.00                    | \$480,885.00                        | 55                | \$3,300,000.00            |   |                           |
| NORTHPOINT DEVELOPMENT,<br>LLC                            | Approved          | Statutory                   |                  | \$0.00                    | \$60,074.00                         | 13                | \$0.00                    |   |                           |
| NORTHPOINT FORWARDING,<br>LLC DBA NORTHPOINT<br>LOGISTICS | Approved          | Statutory                   |                  | \$0.00                    | \$82,380.00                         | 25                | \$0.00                    |   |                           |
| OBJECT COMPUTING, INC.                                    | Approved          | Statutory                   |                  | \$0.00                    | \$702,497.00                        | 30                | \$0.00                    |   |                           |
| O'REILLY AUTOMOTIVE, INC.                                 | Approved          | Discretionary               |                  | \$210,644.00              | \$421,288.00                        | 50                | \$12,500,000.00           | 5.00  | \$867,676,000.00          |
| PERFECT OUTPUT DBA<br>LASEREQUIPMENT                      | Approved          | Statutory                   |                  | \$0.00                    | \$55,664.00                         | 10                | \$540,000.00              |   |                           |
| POST HOLDINGS, INC.                                       | Approved          | Statutory                   |                  | \$0.00                    | \$294,006.00                        | 16                | \$0.00                    |   |                           |
| PREMIER AIR CENTER, LLC                                   | Approved          | Statutory                   |                  | \$0.00                    | \$203,007.00                        | 30                | \$544,000.00              |   |                           |
| RICHMAN HOLDINGS, LLC                                     | Approved          | Statutory                   |                  | \$0.00                    | \$205,776.00                        | 18                | \$1,042,000.00            |   |                           |
| SAFETYCULTURE, INC.                                       | Approved          | Statutory                   |                  | \$0.00                    | \$1,947,787.00                      | 176               | \$2,315,000.00            |   |                           |
| SERVICE MANAGEMENT<br>GROUP, LLC                          | Approved          | Discretionary               |                  | \$331,810.00              | \$729,211.00                        | 31                | \$12,000,000.00           | 2.37  | \$24,577,000.00           |
| SEYER INDUSTRIES, INC.                                    | Approved          | Discretionary               |                  | \$152,782.00              | \$252,857.00                        | 20                | \$24,900,000.00           | 2.36  | \$719,536,000.00          |
| SEYER INDUSTRIES, INC.                                    | Approved          | Discretionary               |                  | \$196,708.00              | \$325,551.00                        | 150               | \$24,900,000.00           | 2.36  | \$719,536,000.00          |
| SPARTAN LIGHT METAL<br>PRODUCTS LLC                       | Approved          | Discretionary               |                  | \$258,590.00              | \$775,769.00                        | 109               | \$80,948,351.00           | 4.31  | \$432,001,000.00          |
| SPRING VENTURE GROUP, LLC                                 | Approved          | Discretionary               |                  | \$2,153,585.00            | \$5,376,431.00                      | 681               | \$26,000,000.00           | 1.37  | \$1,547,241,000.00        |
| SRA INSURANCE AGENCY, LLC                                 | Approved          | Statutory                   |                  | \$0.00                    | \$1,609,398.00                      | 90                | \$3,275,000.00            |   |                           |
| STEELVILLE MANUFACTURING<br>CO                            | Approved          | Discretionary               |                  | \$69,995.00               | \$99,742.00                         | 15                | \$11,605,319.00           | 7.43  | \$196,442,000.00          |
| STEREOTAXIS, INC  | Approved          | Statutory                   |                  | \$0.00                    | \$679,989.00                        | 28                | \$5,841,454.00            |   |                           |



| Company Name/<br>Requestor Program                              | Product<br>Status | Mo Works<br>Project<br>Type | Retained<br>Jobs | Authorized<br>Tax Credits | Authorized<br>Withholding<br>Amount | Projected<br>Jobs | Anticipated<br>Investment | Net<br>General<br>Revenue<br>Benefit<br>Ratio | Value-Added/<br>GSP in \$ |
|---|-------------------|-----------------------------|------------------|---------------------------|-------------------------------------|-------------------|---------------------------|---|---------------------------|
| SURGASSIST HEALTHCARE SOLUTIONS, LLC                            | Approved          | Statutory                   |                  | \$0.00                    | \$254,234.00                        | 63                | \$200,800.00              |   |                           |
| TECHNICAL YOUTH, LLC  | Approved          | Statutory                   |                  | \$0.00                    | \$361,495.00                        | 79                | \$186,160.00              |   |                           |
| TOP MASTER ACQUISITION, LLC D/B/A PREMIER SERVICES-CENTRAL DIV. | Approved          | Statutory                   |                  | \$0.00                    | \$739,867.00                        | 176               | \$3,095,004.00            |   |                           |
| TVS SUPPLY CHAIN SOLUTIONS (WAINWRIGHT INDUSTRIES, INC)         | Approved          | Statutory                   |                  | \$0.00                    | \$214,383.00                        | 50                | \$0.00                    |   |                           |
| U.S. TOOL GRINDING, INC DBA US TOOL GROUP                       | Approved          | Statutory                   |                  | \$0.00                    | \$187,730.00                        | 36                | \$0.00                    |   |                           |
| ULTRAX AEROSPACE, INC.  | Approved          | Statutory                   |                  | \$0.00                    | \$572,985.00                        | 90                | \$2,000,000.00            |   |                           |
| UNIFIED DEVELOPMENT, INC.                                       | Approved          | Statutory                   |                  | \$0.00                    | \$743,052.00                        | 50                | \$0.00                    |   |                           |
| UNITED EXCEL CORPORATION  | Approved          | Statutory                   |                  | \$0.00                    | \$670,775.00                        | 47                | \$600,000.00              |   |                           |
| WILLERDING ACQUISITION CORP. DBA WB INDUSTRIES                  | Approved          | Statutory                   |                  | \$0.00                    | \$87,933.34                         | 10                | \$0.00                    |   |                           |
| WORDS, DATA & IMAGES, LLC/ DBA GABRIEL GROUP                    | Approved          | Statutory                   |                  | \$0.00                    | \$155,766.00                        | 10                | \$0.00                    |   |                           |
| ZAF ENERGY SYSTEMS, INC.  | Approved          | Statutory                   |                  | \$0.00                    | \$175,618.00                        | 30                | \$4,755,360.00            |   |                           |
| Total Statewide Works   |                   |                             |                  | \$8,028,573.00            | \$38,825,307.08                     | 4,895             | \$1,042,369,875.00        | Avg: 4.78                                     | \$12,354,546,000.00       |
| Missouri Works - Zone Works                                     |                   |                             |                  |                           |                                     |                   |                           |   |                           |
| ADVANCED MACHINING & AUTOMATION, INC.                           | Approved          | Statutory                   |                  | \$0.00                    | \$298,283.00                        | 50                | \$5,775,000.00            |   |                           |
| AMPROD HOLDINGS LLC   | Approved          | Statutory                   |                  | \$0.00                    | \$176,672.00                        | 35                | \$4,250,000.00            |   |                           |
| ANHEUSER-BUSCH EMPLOYEES' CREDIT UNION                          | Approved          | Statutory                   |                  | \$0.00                    | \$361,407.00                        | 34                | \$14,300,000.00           |   |                           |
| AXIUM PLASTICS LLC  | Approved          | Statutory                   |                  | \$0.00                    | \$231,784.00                        | 48                | \$16,000,000.00           |   |                           |
| BERRA SPECIALTY CONTRACTORS, INC DBA MISSOURI TERRAZZO          | Approved          | Statutory                   |                  | \$0.00                    | \$609,362.00                        | 60                | \$350,000.00              |   |                           |
| BIG GARAGES, LLC  | Approved          | Statutory                   |                  | \$0.00                    | \$11,273.00                         | 2                 | \$8,850,000.00            |   |                           |
| CERNER CORPORATION  | Approved          | Statutory                   |                  | \$0.00                    | \$3,477,849.00                      | 500               | \$11,475,000.00           |   |                           |
| CONFLUENCE DISCOVERY TECHNOLOGIES, INC.                         | Approved          | Statutory                   |                  | \$0.00                    | \$199,154.00                        | 16                | \$4,100,000.00            |   |                           |
| CREMALAB, LLC   | Approved          | Statutory                   |                  | \$0.00                    | \$184,420.00                        | 20                | \$450,574.00              |   |                           |
| FIRSTSERVICE RESIDENTIAL MISSOURI, INC.                         | Approved          | Statutory                   |                  | \$0.00                    | \$162,197.00                        | 22                | \$280,168.00              |   |                           |

| Company Name/<br>Requestor Program                              | Product<br>Status | Mo Works<br>Project<br>Type | Retained<br>Jobs | Authorized<br>Tax Credits | Authorized<br>Withholding<br>Amount | Projected<br>Jobs | Anticipated<br>Investment | Net<br>General<br>Revenue<br>Benefit<br>Ratio | Value-Added/<br>GSP in \$ |
|---|-------------------|-----------------------------|------------------|---------------------------|-------------------------------------|-------------------|---------------------------|---|---------------------------|
| FISHER-ROSEMOUNT SYSTEMS,<br>INC.                               | Approved          | Statutory                   |                  | \$0.00                    | \$256,557.00                        | 10                | \$100,000.00              |   |                           |
| FULL POTENTIAL SOLUTIONS  | Approved          | Statutory                   |                  | \$0.00                    | \$3,453,696.00                      | 610               | \$4,500,000.00            |   |                           |
| GDC INTEGRATION, INC.   | Approved          | Statutory                   |                  | \$0.00                    | \$392,189.00                        | 28                | \$2,680,000.00            |   |                           |
| GSSW GREEN HILLS STORAGE<br>LLC                                 | Approved          | Statutory                   |                  | \$0.00                    | \$11,046.00                         | 2                 | \$12,500,000.00           |   |                           |
| JACOB RIEGER & COMPANY,<br>LLC                                  | Approved          | Statutory                   |                  | \$0.00                    | \$184,704.00                        | 23                | \$15,000,000.00           |   |                           |
| JOSTENS, INC  | Approved          | Statutory                   |                  | \$0.00                    | \$113,304.00                        | 20                | \$1,857,800.00            |   |                           |
| KELLY CONSTRUCTION GROUP,<br>INC.                               | Approved          | Statutory                   |                  | \$0.00                    | \$419,746.00                        | 24                | \$2,730,000.00            |   |                           |
| KENTON BROTHERS, INC.   | Approved          | Statutory                   |                  | \$0.00                    | \$59,203.00                         | 7                 | \$1,015,000.00            |   |                           |
| KLB LEASING, INC. AND MID<br>AMERICA TESTING AND<br>SUPPLY, LLC | Approved          | Statutory                   |                  | \$0.00                    | \$6,808.00                          | 2                 | \$183,000.00              |   |                           |
| MAPP ACQUISITION COMPANY,<br>LLC                                | Approved          | Statutory                   |                  | \$0.00                    | \$557,630.00                        | 115               | \$5,000,000.00            |   |                           |
| MARTIN CITY ANIMAL<br>HOSPITAL, PC                              | Approved          | Statutory                   |                  | \$0.00                    | \$21,802.00                         | 2                 | \$100,000.00              |   |                           |
| MARYVILLE TIRE PARTNERS,<br>LLC                                 | Approved          | Statutory                   |                  | \$0.00                    | \$64,204.00                         | 12                | \$5,000,000.00            |   |                           |
| MEDIX STAFFING SOLUTIONS,<br>INC.                               | Approved          | Statutory                   |                  | \$0.00                    | \$162,254.00                        | 24                | \$170,000.00              |   |                           |
| MID-AM METAL FORMING, INC.                                      | Approved          | Statutory                   |                  | \$0.00                    | \$96,784.00                         | 15                | \$1,000,000.00            |   |                           |
| MIDWEST INDUSTRIAL<br>RUBBER, INC.                              | Approved          | Statutory                   |                  | \$0.00                    | \$348,460.00                        | 10                | \$350,000.00              |   |                           |
| PALMYRA INDUSTRIAL, INC.  | Approved          | Statutory                   |                  | \$0.00                    | \$192,372.00                        | 36                | \$4,000,000.00            |   |                           |
| POMP'S TIRE SERVICE, INC.                                       | Approved          | Statutory                   |                  | \$0.00                    | \$30,160.00                         | 6                 | \$3,540,000.00            |   |                           |
| PROCK OPERATIONS, INC.  | Approved          | Statutory                   |                  | \$0.00                    | \$324,059.00                        | 40                | \$1,552,285.00            |   |                           |
| RCD LLC DBA DT ENGINEERING                                      | Approved          | Statutory                   |                  | \$0.00                    | \$43,638.00                         | 4                 | \$1,420,000.00            |   |                           |
| ROCKWELL COLLECTIVE LLC   | Approved          | Statutory                   |                  | \$0.00                    | \$72,470.00                         | 11                | \$3,606,319.00            |   |                           |
| SCHAEFER'S ELECTRICAL<br>ENCLOSURES                             | Approved          | Statutory                   |                  | \$0.00                    | \$157,042.00                        | 33                | \$2,200,000.00            |   |                           |

| Company Name/<br>Requestor Program                       | Product<br>Status | Mo Works<br>Project<br>Type | Retained<br>Jobs | Authorized<br>Tax Credits | Authorized<br>Withholding<br>Amount | Projected<br>Jobs | Anticipated<br>Investment | Net<br>General<br>Revenue<br>Benefit<br>Ratio | Value-Added/<br>GSP in \$ |
|--|-------------------|-----------------------------|------------------|---------------------------|-------------------------------------|-------------------|---------------------------|---|---------------------------|
| SERIOPLAST US, LLC                                       | Approved          | Statutory                   |                  | \$0.00                    | \$283,566.00                        | 65                | \$8,500,000.00            |   |                           |
| SFS ARCHITECTURE, INC.                                   | Approved          | Statutory                   |                  | \$0.00                    | \$133,119.00                        | 15                | \$270,000.00              |   |                           |
| SHOW-ME SHORTLINE<br>COMPANY, LLC                        | Approved          | Statutory                   |                  | \$0.00                    | \$8,874.00                          | 2                 | \$1,000,000.00            |   |                           |
| SONOCO PLASTICS, INC.                                    | Approved          | Statutory                   |                  | \$0.00                    | \$64,346.00                         | 16                | \$11,000,000.00           |   |                           |
| SPEAR POWER SYSTEMS LLC                                  | Approved          | Statutory                   |                  | \$0.00                    | \$248,396.00                        | 31                | \$100,000.00              |   |                           |
| TANK COMPONENTS LTD<br>DBA TANK COMPONENTS<br>INDUSTRIES | Approved          | Statutory                   |                  | \$0.00                    | \$61,714.00                         | 10                | \$145,000.00              |   |                           |
| THE MCCLURE CORPORATION<br>DBA MCCLURE ENGINEERING       | Approved          | Statutory                   |                  | \$0.00                    | \$45,341.00                         | 3                 | \$8,850,000.00            |   |                           |
| TIGHT 360 TOOL & MACHINE,<br>LLC                         | Approved          | Statutory                   |                  | \$0.00                    | \$54,678.00                         | 14                | \$300,000.00              |   |                           |
| TNT MACHINE AND<br>FABRICATION                           | Approved          | Statutory                   |                  | \$0.00                    | \$16,913.00                         | 3                 | \$914,000.00              |   |                           |
| TODAY'S FOOD, LLC  | Approved          | Statutory                   |                  | \$0.00                    | \$401,318.00                        | 125               | \$11,250,000.00           |   |                           |
| TRACKER MARINE LLC                                       | Approved          | Statutory                   |                  | \$0.00                    | \$558,212.00                        | 134               | \$1,600,000.00            |   |                           |
| WELD RACING LLC  | Approved          | Statutory                   |                  | \$0.00                    | \$360,348.00                        | 85                | \$1,280,000.00            |   |                           |
| WESTPORT RESIDENCES, LLC                                 | Approved          | Statutory                   |                  | \$0.00                    | \$46,444.00                         | 7                 | \$41,674,000.00           |   |                           |
| WINCO FIREWORKS<br>INTERNATIONAL, LLC                    | Approved          | Statutory                   |                  | \$0.00                    | \$411,818.00                        | 38                | \$4,088,860.00            |   |                           |
| YOUR PAL PRO INC.  | Approved          | Statutory                   |                  | \$0.00                    | \$297,621.00                        | 176               | \$569,500.00              |   |                           |
| Total Zone Works   |                   |                             |                  | \$0.00                    | \$15,673,237.00                     | 2,545             | \$225,876,506.00          |   |                           |
| Total Quarter Ending 7.1.17 - 6.30.18                    |                   |                             | 567              | \$85,289,170.00           | \$100,443,803.08                    | 11,099            | \$2,297,906,244.00        | Avg: 4.54                                     | \$14,605,989,000.00       |

\* Approved as of 6/30/18, but have since been denied.

# Missouri Works Quarterly Report for Legislators Closed projects as of 6.30.18

| Company Name/<br>Requestor Program                   | Product<br>Status | Mo Works<br>Project Type | Retained<br>Jobs<br>(Projected) | Retained<br>Jobs<br>(Actual) | Total<br>Benefits<br>Authorized | Total Benefits<br>Received | New Jobs<br>(Projected) |  |
|--|-------------------|--------------------------|---------------------------------|------------------------------|---------------------------------|----------------------------|-------------------------|--|
| <b>Missouri Works - Mega 120 Works</b>               |                   |                          |                                 |                              |                                 |                            |                         |  |
| SUNGEVITY, INC.                                      | Closed            | Statutory                |                                 |                              | \$3,296,495                     | \$119,718                  | 180                     |  |
| Total Mega 120 Works                                 |                   |                          |                                 |                              | \$3,296,495                     | 119,718                    | 180                     |  |
| <b>Missouri Works - Retention Works</b>              |                   |                          |                                 |                              |                                 |                            |                         |  |
| BERNSTEIN-REIN<br>ADVERTISING, INC.                  | Closed            | Discretionary            | 121                             | 89                           | \$1,007,741                     | \$319,754                  |                         |  |
| GEORGE K. BAUM<br>HOLDINGS, INC.                     | Closed            | Discretionary            | 61                              | 60                           | \$1,295,366                     | \$1,295,366                |                         |  |
| RSM US LLP FKA<br>MCGLADREY LLP                      | Closed            | Discretionary            | 133                             | 128                          | \$1,286,050                     | \$1,230,553                |                         |  |
| Total Retention Works                                |                   |                          | 315                             | 277                          | \$3,589,157                     | \$2,845,673                |                         |  |
| <b>Missouri Works - Rural Works</b>                  |                   |                          |                                 |                              |                                 |                            |                         |  |
| Handi-Craft Company                                  | Closed            | Statutory                |                                 |                              | \$28,927                        | \$5,066                    | 5                       |  |
| Total Rural Works                                    |                   |                          |                                 |                              | \$28,927                        | \$5,066                    | 5                       |  |
| <b>Missouri Works - Statewide Works</b>              |                   |                          |                                 |                              |                                 |                            |                         |  |
| DIGITAL TALENT<br>AGENTS, LLC DBA<br>INFLUENCE & CO. | Closed            | Statutory                |                                 |                              | \$76,534                        | \$6,793                    | 22                      |  |
| FIDELITY<br>COMMUNICATIONS CO.                       | Closed            | Statutory                |                                 |                              | \$357,006                       | \$68,238.12                | 37                      |  |
| FISHER-ROSEMOUNT<br>SYSTEMS, INC. - NOI # 1          | Closed            | Discretionary            |                                 |                              | \$1,925,727                     | \$99,650.58                | 60                      |  |
| OIX, INC.  | Closed            | Discretionary            |                                 |                              | \$490,840                       | \$0                        | 50                      |  |
| Total Statewide Works                                |                   |                          |                                 |                              | \$2,850,107                     | \$174,681.70               | 169                     |  |
| <b>Missouri Works - Zone Works</b>                   |                   |                          |                                 |                              |                                 |                            |                         |  |
| QM POWER, INC.                                       | Closed            | Statutory                |                                 |                              | \$615,984                       | \$1,390                    | 74                      |  |
| SHAMROCK<br>GROUP, LLC                               | Closed            | Statutory                |                                 |                              | \$117,340                       | \$16,214                   | 30                      |  |
| Total Zone Works                                     |                   |                          |                                 |                              | \$733,324                       | \$17,604                   | 104                     |  |
| <b>Total Quarter Ending 7.1.2017-6.30.2018</b>       |                   |                          | <b>315</b>                      | <b>277</b>                   | <b>\$10,498,010</b>             | <b>\$3,162,741.99</b>      | <b>458</b>              |  |

|  | New Jobs<br>(Actual) | Anticipated<br>Investment | Actual<br>Investment | Net General<br>Revenue<br>Benefit Ratio<br>(Authorized) | Value-Added/<br>GSP in \$<br>(Authorized) | Net General<br>Revenue Benefit<br>Ratio (Closed) | Value-Added/<br>GSP in \$<br>(Closed) |
|--|----------------------|---------------------------|----------------------|---|---|--|---------------------------------------|
|  | 173                  | \$4,600,000               | \$0                  |   |   |  |                                       |
|  | 173                  | \$4,600,000               | \$0                  |   |   |  |                                       |
|  |                      | \$11,740,000              | \$16,568,425         | 2.31  | \$549,000                                 | 3.53   | \$0                                   |
|  |                      | \$6,300,000               | \$7,456,992          | 1.01  | \$61,000                                  | 1.19   | \$66,000                              |
|  |                      | \$2,978,789               | \$3,351,216.96       | 1.17  | \$31,000                                  | 2.08   | \$105,051,000                         |
|  |                      | \$18,170,364              | \$27,376,633.97      | Avg: 1.50   | \$641,000                                 | Avg: 2.27  | \$105,117,000                         |
|  | 0                    | \$900,000                 | \$162,609.25         |   |   |  |                                       |
|  | 0                    | \$900,000                 | \$162,609.25         |   |   |  |                                       |
|  | 13                   | \$40,000                  | \$0                  |   |   |  |                                       |
|  | 43                   | \$825,000                 | \$0                  |   |   |  |                                       |
|  | 29                   | \$2,600,000               | \$0                  | 1.37  | \$101,500,000                             | 5.44   | \$9,527,000                           |
|  | 90                   | \$12,673,210              | \$0                  | 4.21  | \$42,206,000                              | 1.38   | \$11,179,000                          |
|  | 175                  | \$16,138,210              | \$0                  | Avg: 2.79   | \$143,706,000                             | Avg: 3.41  | \$20,706,000                          |
|  | 0                    | \$890,000                 | \$102,620            |   |   |  |                                       |
|  | 0                    | \$13,000,000              | \$115,044.21         |   |   |  |                                       |
|  | 0                    | \$13,890,000              | \$217,664.21         |   |   |  |                                       |
|  | 348                  | \$53,698,574              | \$27,756,907.43      | Avg 2.01  | \$144,347,000                             | Avg: 2.72  | \$125,823,000                         |

# Proposal Assignment Tracking

## (April 1, 2018 - June 30, 2018)

| Project ID                    | # of Business Days from PIR to RFP | # of Business Days from RFP to Proposal | # of Business Days from PIR to Response |
|-------------------------------|------------------------------------|---|---|
| 1804001                       | 2                                  | 3                                       | 0                                       |
| 1804002                       | 1                                  | 3                                       | 0                                       |
| 1804004                       | 0                                  | 2                                       | 0                                       |
| 1804007                       | 0                                  | 2                                       | 0                                       |
| 1804003                       | 0                                  | 3                                       | 3                                       |
| 1804013                       | 1                                  | 4                                       | 1                                       |
| 1804015                       | 4                                  | 4                                       | 4                                       |
| 1805003                       | 7                                  | 3                                       | 2                                       |
| 1804016                       | 0                                  | 4                                       | 0                                       |
| 1804010                       | 1                                  | 4                                       | 3                                       |
| 1804017                       | 0                                  | 4                                       | 0                                       |
| 1805001                       | 3                                  | 4                                       | 3                                       |
| 1805002                       | 0                                  | 1                                       | 1                                       |
| 1803011                       | 0                                  | 4                                       | 0                                       |
| 1805005                       | 2                                  | 1                                       | 2                                       |
| 1804018                       | 1                                  | 2                                       | 3                                       |
| 1804014                       | 1                                  | 4                                       | 1                                       |
| 1805009                       | 2                                  | 2                                       | 1                                       |
| 1805007                       | 0                                  | 2                                       | 0                                       |
| 1804011                       | 1                                  | 1                                       | 2                                       |
| 1805021                       | 0                                  | 1                                       | 0                                       |
| 1805023                       | 0                                  | 4                                       | 2                                       |
| 1806004                       | 2                                  | 4                                       | 3                                       |
| 1806002                       | 0                                  | 4                                       | 0                                       |
| 1805024                       | 0                                  | 4                                       | 4                                       |
| 1806006                       | 2                                  | 2                                       | 2                                       |
| 1806005                       | 2                                  | 3                                       | 1                                       |
| 1805019                       | 5                                  | 6                                       | 11                                      |
| 1806007                       | 3                                  | 9                                       | 0                                       |
| 1806012                       | 4                                  | 6                                       | 0                                       |
| 1806016                       | 2                                  | 2                                       | 0                                       |
| 1806013                       | 5                                  | 1                                       | 6                                       |
| 1806015                       | 0                                  | 2                                       | 0                                       |
| 1806018                       | 2                                  | 5                                       | 0                                       |
| 1806017                       | 3                                  | 4                                       | 2                                       |
| Average Response Time in Days |                                    |   | 1.63                                    |

**\*Duplicate Project ID #'s indicate multiple requested proposals.**

**Notes:**

\*PIR = Date Completed Project Information Request is submitted to DED.

\*\*RFP = Date Request for Proposal is submitted to Finance.

\*\*\*Proposal = Date Proposal is completed and sent to Company.

\*\*\*\*Response = Date Proposal is sent to Company or Date of Response Letter, whichever is first.





